

Message Text

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ACTION EB-07

INFO OCT-01 ARA-10 ISO-00 CAB-05 CIAE-00 DODE-00 DOTE-00

INR-07 NSAE-00 FAA-00 USIA-15 /045 W

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FM AMCONSUL RIO DE JANEIRO

TO USDOC WASHDC

INFO SECSTATE WASHDC 3702

AMEMBASSY BRASILIA

AMEMBASSY CARACAS

AMEMBASSY QUITO

AMCONSUL SAO PAULO

UNCLAS RIO DE JANEIRO 1869

E. O. 11652: N/A

TAGS: BEXP, BR

SUBJ: AVIATION AND AIRPORT DEVELOPMENT TECHNOLOGY SEMINAR

1. ONE DAY SEMINAR APRIL 30 ELICITED UNUSUALLY HIGH TURN OUT OF SOME 80-85 CIVIL AVIATION, AIRFORCE AND INDUSTRY REPRESENTATIVES, INCLUDING DIRECTOR GENERAL OF AVIATION AND DIRECTOR OF FLIGHT CONTROL DEPARTMENT.

2. SEMINAR MEMBERS IMPRESSED WITH BRAZILIAN INTEREST AND SALES POTENTIAL. SOME MEMBERS INDICATED THEY PLANNED TO RETURN TO RIO AFTER SEMINAR TO FOLLOW UP CONTACTS. SPERRY UNIVAC INDICATED INTEREST IN SECURING BRAZILIAN REPRESENTATION WHILE E-SYSTEMS IS CONSIDERING BRAZILIAN LICENSEE.

3. SEMINAR MEMBERS EXPRESSED GENERAL CONSENSUS THEY FULLY ACCOMPLISHED OBJECTIVE OF WIDE EXPOSURE TO BRAZILIAN MARKET.

4. LOGISTIC WERE EXCELLENT. NO MAJOR PROBLEMS ENCOUNTERED AT SEMINAR SESSION, ALTHOUGH SESSION OPENING DELAYED 25 MINUTES OWING TO TECHNICAL DIFFICULTIES. ADDITIONALLY ONE OF TWO INTERPRETERS HIRED PROVED UNCAPABLE. HOWEVER, THIS SITUATION WAS RAPIDLY REMEDIED WHEN OTHER INTERPRETER FILLED

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BREACH AND HANDLED ENTIRE SESSION.

5. BUDGER ESTIMATES OF A.O. EXCEEDED BY ABOUT \$500 ACCORDING TO CURRENT ESTIMATE.

6. TECHNICAL COORDINATOR AND ENTIRE GROUP WISHES EXPRESS PARTICULAR APPRECIATION TO FRANK MONACO FAA REPRESENTATIVE BRAZIL FOR UNSTINTING EFFORTS AND INTEREST IN MAKING SEMINAR SUCCESSFUL. MONACO'S EXCELLENT RELATIONS WITH LOCAL OFFICIALS HIGHLY INSTRUMENTAL IN LARGE TURNOUT.

7. TECHNICAL COORDINATOR ALSO HIGHLY APPRECIATIVE OF EFFORTS AND GENERAL SUPPORT FROM CONTROL OFFICER AND CONGEN STAFF.

8. POST COMMENT: COCKTAIL RECEPTION PRIOR TO SEMINAR INCLUDED AMONG THE 70 GUESTS VIRTUALLY ALL GOVERNMENT "DECISION MAKERS" IN RELEVANT FIELDS LOCATED IN RIO. IT ALSO HAD REPRESENTATIVES OF PRIVATE SECTOR, POTENTIAL AGENTS AND JOINT VENTURE PARTNERS. DINNERS ON APRIL 30 AND MAY 1, 1976 WERE OFFERED FOR THE GROUP THRU FAA REP BY TWO BRAZILIAN FIRMS INVOLVED IN CIVAIR. POST WISHES TO EMPHASIZE HIGH LEVEL OF GOVERNMENT CONTACTS MADE, INCLUDING THE FRONT RANKING LEADERSHIP OF THE BRAZILIAN AIR FORCE.

9. DURING COCKTAIL CONGEN RIO SHOWED "AVIATION ODDITIES" FILM (RECEIVED THRU EXCELLENT U.S.I.S. COOPERATION) TO ENTHUSIASTIC AUDIENCE. POST STRONGLY URGES COMMERCE TO INCLUDE AUDIO VISUAL PRESENTATIONS ON ALLIED TOPICS AS PART OF PROMOTIONAL APPROACH IN FUTURE.
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